STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, OCTOBER 6, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. *Best Goods.*

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

In spite of the continuation of delightful summer weather, the first week in October witnesses the cessation of the pack of nearly everything in the fruit and vegetable line. It is utterly useless to have such excellent weather with nothing on the vines nor stalks to ripen, and the word "finis" can be written after the report of the corn and tomato packs for this year. Letters dated in October from the Peninsula are all to the effect that the pack is finished down there. The result in the case of tomatoes is about one-half a pack, corn about 60%. Strange to say, the lower counties of Pennsylvania happily report the very opposite of these conditions. Corn there seems generally to be a full pack, and tomato packers report that they have gotten all the tomatoes they could handle. This is likely to result in the Baltimore packers turning attention to the Pennsylvania field of production as a field of later production.

There is some little packing still going on in this city. All kitchen gardens in Virginia, Maryland and Pennsylvania and even Delaware and New Jersey are rushing whatever ripe tomatoes they can get to this market. But the aggregate is still small, and only a few of our packers are at work at all on them.

Sweet potatoes and squash are still getting the attention of our packers and apparently this has been a banner year, both in quantity and quality, for sweet potatoes.

When the pack ends in Maryland, it can ordinarily be assumed that the season has ended Northward, except for the packing of apples and pumpkins. This year there will be such a scarcity of apples that the autumn pack of them will be small. Having thus had to note the cessation of the season's pack, the condition of the expectation of the market begins to take on a winter aspect as a study of interest.

Reports of the exchanges from different parts of the country are to the effect that business is very good generally. In metal lines nearly all manufacturers are booked with orders far ahead of their ability and it is a well-recognized fact that the first chilled winds of autumn have a depressing effect upon strikers. It is even asserted that the coal barons met the coal miners' bluff with

the declaration that they would suspend all mining, whilst, on the other hand, the warm weather still existing is calling the bosses' bluffs for coal is not needed yet awhile. For pretty much the same basis of reasoning the anticipated trouble at the tin-plate mills has not materialized, because workmen think twice about striking when their coal bins are empty and the fall winds are coming.

The year 1905, therefore, promises to finish up in a very active industrial manner, and, as there is really no complaint to find with the outcome of the crops in general, it will be reckoned a prosperous year.

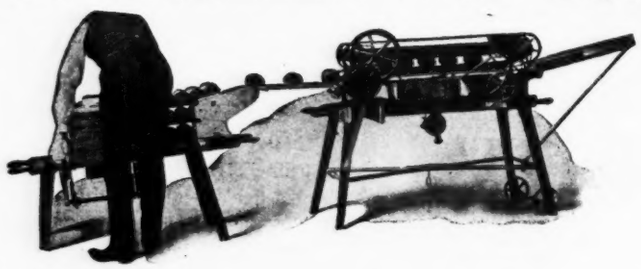
It is with some surprise, therefore, that people read the declaration of the Secretary of the Treasury made in the West at a convention of money men, that we are certain to have a financial panic before the present conditions are cleared up; and this brings the money question to the front in a very special manner.

It is a remarkable fact that our leading financiers lay it down as a law that our financial methods are certain to end in disaster sooner or later; because it is also true that the boss in the manufacturing line is the one who has to bear the loss. He is like the wheat between the upper and neather millstone, ground between the bankers who lend him the money to run his business and the workmen to whom he pays it. While both these parties have the law to protect them in their claims, there is no law whatever to which he can appeal, and there is little choice as to which horn of the dilemma he may select.

There has been quite a business moving in canned goods to the extent of the production in this city, but the gross amount of the season does not come up to the average because the goods have not been produced. So long as this favorable weather continues to bring in country produce, the packers will continue to put it up. But in a couple of weeks we will be on to the legal dredging season and oysters will perforce take possession of the canning houses, even if the weather gets no cooler than it is at present.

Meantime oysters are what may be called a mixed quality with an almost indefinite quantity at present. Of course, whilst the tonging season controls the class of oysters coming in will be of the better quality. Until the dredgers get to work we do not have general evidence of the condition of the oysters in the bay. They should, however, be in good, fair condition, as the season has been rather a rainy one, and a wet season usually produces fat oysters, because the washings from the contiguous hills furnish the vegetable food the oyster most thrives upon. Oyster men, however, agree that the set of spat in prospect is improved over the same time last year, but during the season of what might be called the campaign for and against the Haman Law, it is difficult to place reliance upon the statements made by interested parties. We are inclined to believe, however, that the next Legislature, which meets the first week in January, will enact the Haman Law pretty much in the original drafting, and the Chesapeake oyster will then get its chance to develop himself as the property of planters. It will take two or three years under this law, or any other that might be devised, to get the oyster into first-rate condition of supply, and meantime cove oysters have a tendency to advance in value. It should be noted that the popular demand this winter for this bivalve is awakening the tidewater coasts of all our country. Not only North Carolina, Georgia, Florida, Mississippi and Texas are pushing their oyster interests, but on the far North Pacific great attention is being given the oyster interests, and already the Western spirit is beginning to calculate there that they will soon be shipping oysters to the East. More than this should not be necessary to every Marylander to understand the importance of at once improving our oyster supply. We do not need to wait until they are utterly destroyed before we note the competition.

KNAPP LABELER AND BOXER.



When you buy a Labeling or Boxing Machine, get one that will work under all conditions. It is mighty satisfactory to work with good tools, something reliable. Good results follow the use of Knapp Labelers and Boxers. These Machines save fifty per cent over the average hand work and do it much neater. There are no tedious delays, and nothing to get out of order. The cost of operating is small, and the Machine will last a life time.

We are making a new Labeler for strictly hand power which we offer at a low price, and it will pay you to write us about it. Write to-day.

BERGER, CARTER CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred. HKnapp Co.
80 WABASH AVENUE—CHICAGO.

Brokers report little or no change in the quotations of canned goods. One remarkable thing we note is that there is another slight decline in the prices of local canned corn. No. 2 standard sugar corn, Harford county pack, is quoted at 50c., which is 2½c. lower than last week; dry packed at 57½c., another loss of 2½c.; extra quality at 70c., a loss of 5c.

No. 3 standard tomatoes are quoted at 95c. for top quotations; extra select at $1.20; No. 3 seconds, 85c.; No. 2 standards at 75c.; No. 2 seconds, 67½c.; gallon standards at $2.00.

In tin cans and metals there are virtually no changes to report. There is and will be for some time no change in the quotations of cans. Some packers have had too many and some have been in need, the variation of the supply of products has been so great.

Last week it was thought there would be developed by this week some special developments in tin plates. It is now stated upon good authority that the meeting of the tinplate manufacturers will not be held; the quotations, therefore, are not seriously in danger. But it is intimated that any movement in prices will be upward. In pig tin Straits and Malacca are quoted at $32.50 spot, in 5 to 10 ton lots, with very little shading for orders to be filled in the next two months.

Canners' metals may be found on their regular page.

FOR SALE.

Shearman's Imperial Preservative, the best article known for keeping tomato pulp; being healthful, economical and reliable; conforms to pure-food laws; put up in packages, each holding proper quantity for a barrel of pulp; price for 50 packages, $15.00; for 100 packages, $27.50. J. D. SHEARMAN, Indianapolis, Ind.

WANTED—Tomato, Corn and Pumpkin Labels; send samples and name lowest cash prices. J. D. Shearman, Indianapolis, Ind.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Oct. 4.—Much more life is noted in the canned goods market, as a whole, and practically all lines are feeling the impulse of increasing demand. It is a difficult proposition to follow all the vagaries of the market, unexpected influences injecting themselves into the situation and changing conditions almost from hour to hour. But no matter what is done, there is a steady upward movement and conditions are, as a whole, better than they were at this time in September. In addition, prospects are quite as promising as is usual at this season, and there are plenty of indications of continuous improvement throughout the active season.

Tomatoes.—The market is hard to follow. Last week it was firm at $1.00, but an offering of 10,000 cases full standard Maryland 3s at 90c. f. o. b. factory has created a weakness which has unsettled the market seriously. The quality is guaranteed, which is taken here to mean that the seller is urging the block. The market is quoted at 90c., regular, f. o. b. factory on full standard Maryland 3s and 82½c. to 87½c. on off-standards. Gallons are held from $2.75 up at the factory. New Jersey 3s are offered at 95c. to $1.00 on regular full-sized cans f. o. b. factory. No local jobbing demand is reported, which probably has some influence in weakening the market.

Corn.—A disposition is shown by buyers to take anything in good quality which can be obtained at 57½c. to 60c. delivered. A liberal block of Western standard was picked up by one buyer at 55c. delivered here. Maine corn, full standard,

SOLE AGENTS IN THE EAST FOR
The Sprague Canning Machinery Co.
"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

ESTABLISHED 1856.
EUREKA CANNING MACHINERY

We have embodied a number of valuable improvements this year in

The "Eureka" Pumpkin and Tomato Pulper,

making it the most efficient, rapid, convenient and accessible machine built for the purpose. Screens can be changed in a few minutes.

SOLE MANUFACTURERS,
THE S. HOWES CO.,
(INCORPORATED)
EUREKA WORKS,
SILVER CREEK, N. Y.

can be obtained for 95c. to 97½c. here. All reports from producing sections note fairly favorable conditions.

Peas.—A good jobbing demand is reported and a strong inquiry is noted for cheap stock of good quality. Not much can be obtained at present, though it is expected that later it will come out of hiding.

Spinach.—The market is reported reasonably active, with prices for standard 2s quoted at 82½c.; 3s, 90c. to $1.00; gallons, $3.10 to $3.15.

Salmon.—A strong movement is reported in red Alaska talls on the basis of $1.00 here. Sockeye flats and halves are in good demand from first hands at $1.50 for flats and $1.00 for halves f. o. b. coast. Sellers dislike to part with either one without also selling a proportion of talls. Fancy chinook fish is firm and in strong demand.

Sardines.—The situation is settling down to a reasonably firm basis at $2.00 f. o. b. Eastport for quarter-oils in drawn cans. The packers agreed to close all canneries November 1 and at the same time agreed to hold the price at $2.00. The latter part of the agreement is being kept to the letter. Doubt is expressed about the first part being kept. The pack of quarter-oils is said to be away ahead of the 1,300,000 cases required for annual consumption.

Lobster.—The market is but poorly supplied and prices rule very high and stiff on all offerings. No talls are obtainable and flats are held at $3.50 to $3.60, with halves quoted at $1.85 to $2.05.

Shrimp.—A shade increased interest is noted in the market, with movement in small quantities chiefly. One-pounds are quoted at 95c. to $1.20; 1½-pounds, $1.90 to $2.00; 2-pounds, $2.10.

Apples.—State gallons are very firm and it is difficult to purchase here below $2.50 delivered. The pack will, it is said, be 50% short of last season. New York State stock is held at $2.50 to $2.75 for spot goods. Maryland gallons are firm at $2.00 to $2.60.

Peaches.—Californias are held very firm and a fair spot business is noted. Southern stock is held firmly up to quotations and conditions are satisfactory for a buyers' market.

Blueberries.—The present market is in excellent condition, with a fair demand noted. Maine gallons are held at $5.00 to $5.50 and Southern gallons are quoted at $4.75 to $4.87½.

Pears.—Supplies are light and the market is firm, with trade chiefly in small lots. HUDSON.

CROP CORRESPONDENCE.

Tomatoes Less Than Half.

EASTON, MD., Oct. 2, 1905.

THE TRADE: Tomato packing will close this week with less than half an average pack. When tomatoes were planted about two-thirds the usual amount were put out, while corn was about a full acreage. On this tomatoes yielded but little over one-third of a crop and corn had a full crop. Corn is done with here. There are four factories less this year than last, and we paid $7 per ton for tomatoes and $8 per ton for corn.

Yours truly, CHAS. T. WRIGHTSON.

Tomatoes 75% of a Crop.

CAMBRIDGE, MD., Oct. 3, 1905.

THE TRADE: Your inquiry received. Tomatoes and corn are chiefly packed in this county. The tomato pack is about all in now. While all the houses are still running, fruit is scarce and they are not doing much. While the tomato pack is undoubtedly short, still there has been quite a nice pack of tomatoes in this section, all factories having had pretty steady running up to the present. The pack in this locality will be about 25% short possibly. The corn pack has only been fair; too much rain in August injured the prospects for a big yield.

Yours truly, JOHNSON & RADCLIFFE.

Good Pack of Corn and Tomatoes.

HOWARD, PA., Oct. 2, 1905.

THE TRADE: We have just finished corn; we had a full crop, 100%, and we are having a full crop of tomatoes. We are getting all the tomatoes we can handle. The frost did no harm here. Will soon start on pumpkins with an 80% crop.

Yours truly, FRANK PAUL.

Food For Thought

THREE CONCERNS IN MAINE WILL HAVE A COMBINED CAPACITY OF MORE THAN A THOUSAND CANS A MINUTE, OVER 650 THOUSAND IN 10 HOURS, 3,600,000 PER WEEK ON OUR MACHINES THIS SEASON.

Food For Thought

STEWARD'S SANITARY CAN SYSTEM.

L. & J. A. STEWARD,

Rutland, Vermont.

Rush Orders

The VIRGINIA CAN COMPANY
is prepared to fill Rush Orders
for Two and Three Pound
cans on short notice.

These cans are of superior quality,
equal to the best.

Prompt shipment made on
orders by wire.

Virginia Can Co.

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are certainly a short crop, although there has been a big yield in a few places, but, because of some defects in quality or the readiness of small packers to "cash in," the market is showing an irregular tone. The regular quotation of Maryland No. 3 standard on spot is $1.05 per dozen and New Jersey No. 3 standard are quoted at $1.10 per dozen. There are offers of tomatoes in Maryland at 95c. and lower, f. o. b., but the very cheap stock is off-quality, about second grade, it is said. Sales of these low-grade goods were reported at 90c. delivered here. The market is not active, as buyers are inclined to hold back for more tempting prices. Corn is weak and the demand is almost nil. String beans are held well, because of the limited volume of the pack. Peas of the cheaper kinds are inquired for, and as the supply decreases the tone of the market improves somewhat. Fruits are quiet and steady. Salmon is at this moment dull, but the retailers seem to be busy with its sale. The interest is entirely confined to Alaska salmon. American sardines are quiet; there is likely to be an early shutdown of the factories for the purpose of restricting the pack.—*Merchants' Review.*

Philadelphia.

The tomato market shows no change in price, but is very strong. Packers are paying as much as 35c. per basket for raw fruit in Philadelphia, which means 44c. delivered in Baltimore, against a price of 10c., which they contracted to buy from the growers for. A price of 44c. per basket means that the tomatoes will cost $1.12½ to pack, if good fruit is used. In many cases, however, good fruit will not be used, as much slop already on the market testifies. The pack is now getting well along, and a heavy shortage is now certain. It is very probable that prices would be even higher than the present basis of 95c., were it not that quite a number of jobbers who bought at 65c. are willing to take profits at somewhat below the packers' ideas. Corn is very dull and weak, and offerings are being made at 10c. to 15c. below the contract price for futures. There are few buyers even at these concessions. Peas are fairly strong and indications point to an advance after the first of the year. The pack was light, and the consumption of the coming fall and winter is expected to be heavy, thanks to the low prices of the last two years. Cheap peas are about out of the market and high grades are likewise hard to get, as the last pack was poor in quality as well as quantity. Peaches show no development. The demand is fair and stocks are low. Apples are unchanged, except that some New York State packers now offer new fruit at $2.50. No change has occurred in the Baltimore line of canned goods. The California line is likewise unchanged and fairly cleaned up.—*Grocery World.*

Boston.

The packing of Maine corn is practically over, and the quality is fine. Packers will soon begin shipping on their orders.—*New England Grocer.*

Chicago.

Tomatoes are again to the front. The market has jumped up several cents a dozen this week and is as likely as not, probably more so, to take another climb. Some holders are expecting higher prices before they will sell. The pack is very short as compared with last year, as the crop in most important canning sections was almost a failure. Corn is unchanged and demand somewhat quiet at present. Peas are in good demand at firm prices. Peas will probably advance. There is no large supply at this time of year, as was the case the last two or three seasons. Apples are very firm and are selling fairly well. The market on string beans is firm. Limas are firm also. California and Eastern canned fruits, including Michigan peaches, etc., are very firm. No lower prices will be seen on peaches for at least another year. Canned salmon is very firm, with a very good trade demand. Present prices are as low as they will be before next pack anyway. All grades are in strong position. Cove oysters are steady and selling quite freely. Canned lobster and shrimp are firm, with the supply light.—*Grocers' Criterion.*

St. Louis.

Canned Tomatoes.—Receipts of Indiana and Illinois pack of canned tomatoes of this year's pack coming during the week show excellent quality in flavor and color, and packers seem to be filling their cans well, despite the heavy advance in prices. I hear of a few canners who are pursuing discourteous and foolishly mean methods towards jobbers with whom they made contracts at low prices, merely to gratify petty spite because the market has not gone their way as usual. These fellows will be spotted by both jobbers and brokers and if in business next year will have some trouble

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES

NO HOLES or CAPS

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

WE FURNISH COMPLETE OUTFITS FOR MAKING THESE CANS.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.,

372-374 Greenwich Street,

NEW YORK CITY

WORKS:
MT. VERNON, N. Y.

CONTINENTAL CAN COMPANY

DIRECTORS
T. G. CRANWELL, PREST.
A. W. NORTON, VICE-PREST.
F. P. ASSMANN, SECY. & TREAS.
J. C. TALIAFERRO
B. H. LARKIN
C. A. SUYDAM, SALES AGENT

FACTORIES
CHICAGO
SYRACUSE

CHICAGO, ILL. Sept. 23, 1905.

TO THE CANNING TRADE

While it may seem a little early to you to bring up to you the question of your supply of cans for next year, yet, we do so because we want to impress upon you that our facilities for the coming year will be greatly enlarged and we will be in position to take care of your entire business, and at such prices as will be attractive to you.

While this is our first season we have every reason to be proud of our record. We have shipped good cans and given our customers good satisfaction - both as to quality and good service.

We are very much gratified at the recognition we have received this season and we want the Entire Trade to know that they can place their orders with us with perfect confidence in our ability to give them good goods, good service and that it is to their interest to do business with us.

We would like to feel that before you consider the buying of your cans for another year that we may have the privilege of figuring with you on your order.

Awaiting your commands, we remain

Yours very truly,

CONTINENTAL CAN COMPANY

T. G. CRANWELL, President.

placing their product in this market. Canned Corn.—Arrivals of new pack corn continue to be generally good. No evidence of slack filling have been reported, but some samples of water filled or sloppy packed goods have been shown. This style of canned corn will have a hard time this year in finding a purchaser. Burnham & Morrell, of Portland, Me., the leading packers of Maine corn, who have a large trade in this city, have announced that they will only deliver 78% of their sales made in advance. This condition in Maine is likely to have a strengthening effect upon prices of canned corn of Western pack. Tomato Prices.—Tomatoes continue unchanged as to prices and 95c. f. o. b. cannery is the market, though a short packer or long jobber now and then puts out a thousand cases at 92½c. f. o. b. factory. Great confidence is felt in the future of the canned goods market.—*The Eli Grocer and General Merchant.*

Montreal, Can.

Business is quiet. Jobbers are making deliveries of latest pack fruits and vegetables. The low price of tomatoes and corn this year has met with approval by jobber and retailer alike, and the latter is disposed to place his orders larger. There is a disposition among the retail trade, however, to get jobbers to carry their stocks, and, though the rules of the canners' Association and the Grocers' Guild are against the practice, evidence is at hand showing that a great deal of elasticity is permitted and indulged in. Prices of American tomatoes have receded during the week, though no competition will be feared from that quarter, as the difference in price is too marked this year.

Toronto, Can.

There has been fair activity in all canned goods since our last issue. The canners' prices have now come into effect and are ruling the market. Our list is revised and completed to date, the last additions being red and black cherries and black raspberries.—*Canadian Grocer.*

London, England.

Salmon.—The unsettled conditions of the market for Alaska referred to in last Saturday's *Grocer's Gazette* have disappeared, and a fair amount of activity has been displayed in this article during the week. British Columbia flats and half-flats are very firm, and the small overland shipments coming to hand have been taken up eagerly as they arrive. Recent arrrivals include the Oanfa with 2,324 cases; the Minnehaha with 1,525 cases; the Mount Royal with 500 cases; the Lake Erie with 3,848 cases, and the Lucania with 1,000 cases, the last three named to Liverpool. Lobsters.—There is no change to note in this market. Sardines.—A quietly steady business is passing at unchanged prices. Reports from Spain speak of the fishing there as but fairly satisfactory, and in France there is no improvement to record. The Colomba has brought 1,621 cases to Newhaven and the Eldorado 1,085 cases to Hull. In a powerful appeal on behalf of the distressed Breton fisherfolk, contributed to the *Matin*, M. Camille Pelletan, ex-Minister of Marine, says that this year the sardine fishing has once more been a failure, and, as some remedy for the distress in Brittany, he suggests a better system of organization and syndicated capital, to exploit the fishery more systematically and scientifically. Fruits and Pines continue quiet, but prices are without change. Meats.—There is a good trade doing, and the market is very firm.

Liverpool, England.

Salmon.—There has been a large consumptive demand during the week for all grades of salmon, and this is noticeable particularly in ½-lb. and 1-lb. flats, also 1-lb. talls of best. There is a large inquiry for all these packages. Sardines continue rather scarce, and good prices are being made for all first grocery stuff. Fruits quiet. Pineapples steady. Rabbits in better inquiry at advancing rates.—*Grocers' Gazette.*

All Vinegar Scarce and High.

The *Grocery World* says: The market for compound or distilled vinegar shows a marked advance in the last few weeks, the present quotation being 2c. per gallon above the price at the end of July.

The cause is scarcity. The manufacturing demand has been very great and the supply is somewhat smaller than in previous years at this time. Even at the advance, which carries the price to 10c. in a large way, the market is not unduly high, but is rather getting gradually back to the old basis. Formerly the price han been about 12c., but it got as low as 8c. during the last few months. Prices will probably continue firm until after the first of the year, when the pickling trade falls off and the supply increases.

Cider vinegar is expected to advance another ½c. about October 1, owing to the shortage in the apple crop. At present the price in a large way is 10¼c. Some conservative authorities believe it will go to 12c. when the manufacturers have to buy stock priced on the new-crop basis.

FOR SALE.

500 bushels Alaska Seed Peas and 600 bushels Admirals direct from grower, at low price for prompt shipment.

Address, GROWER,
Care The Trade.

WHAT YOU HAVE SOUGHT FOR A LONG TIME.

APPLE BLEACH,

Quantities from 5 pounds up.

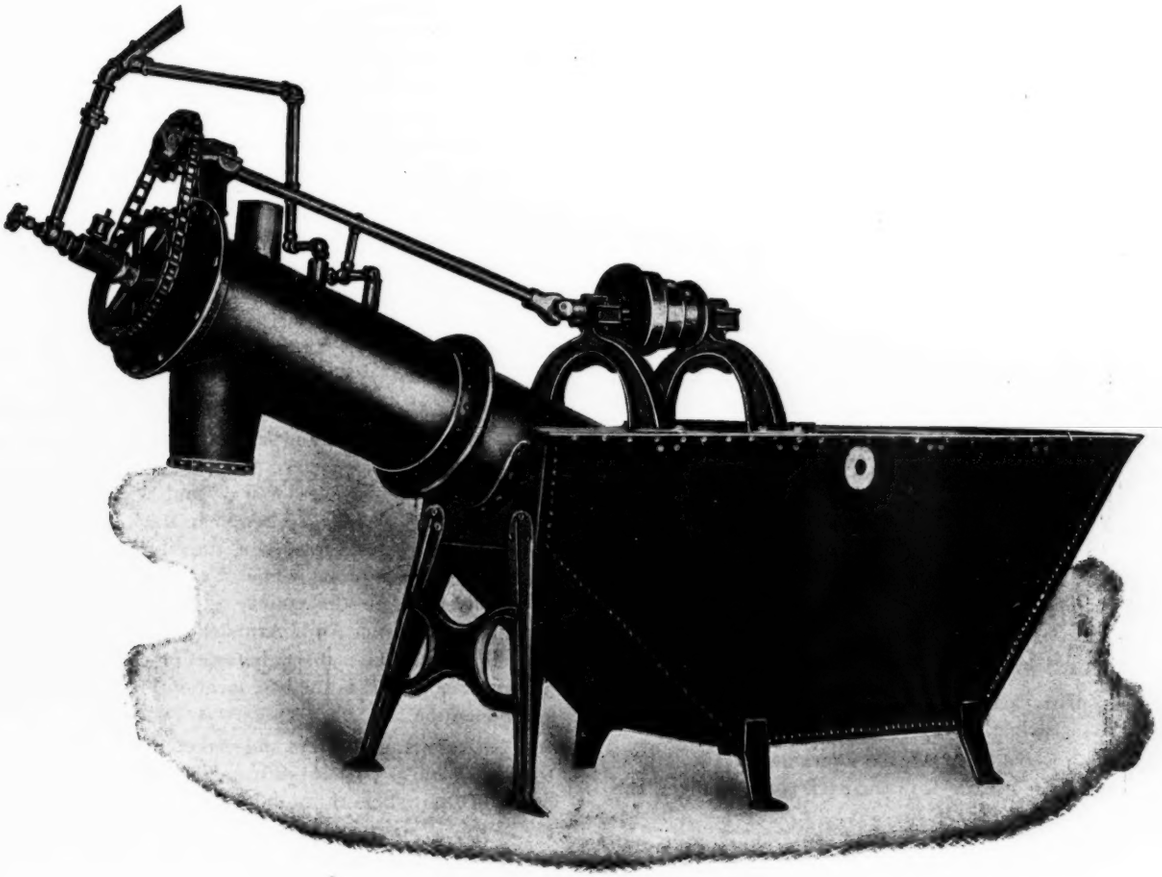
TOMATO COLOR. SOLDERING FLUX.

German-American Chemical Works,

L. SONNEBORN SONS,

Baltimore. New York. Philadelphia. Boston. St. Louis. Oil City, Pa. Norfolk.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents

42 RIVER STREET, CHICAGO ILL.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year, - - - - - - - - - - - - $2.00
Six months, - - - - - - - - - - - - $1.00
Foreign, - - - - - - - - - - - - $4.00

ADVERTISING RATES.—According to space and location.
Make all Drafts or Money Orders payable to THE TRADE CO.
Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, OCTOBER 6, 1905.

EDITORIAL JOTTINGS.

Judging by the leaves the fall season has not begun.

California tomato packers believe that Eastern quotations for tomatoes are incredible.

We have often heard of "Winter lingering in the lap of spring," but autumn is getting it in the neck from summer this year.

The shortening of all packers' crops this year will be accepted as a warning by all jobbers in canned goods, that they cannot always trust Nature to provide an oversufficiency.

Dame Nature seems to be favoring the tomato canners this year by the extension of the season when most wanted, but she proved treacherous in all other lines and cannot be trusted by packers in this item.

If frost holds off until Christmas, it is doubtful if the total pack of tomatoes could be altered to any extent, and then, on the other hand, a good frost some time ago would have benefited corn prices, a consummation not to be despised.

It is estimated by the "knowing ones" that the sum of $14,000,000 will be received for the canned salmon output this year—in round numbers about $2,000,000 more than last year.

The promotor is in evidence again throughout the land, and the present high prices of tomatoes furnish him with good bait in his fishing. The haul the coming season will undoubtedly be large—and in a couple of years the wailing will be larger.

Whilst all hands are pulling together in Baltimore for business increase and facilities, they should remember that a convention and exhibition hall, located contiguous to the business section of the city, is at once the most attractive to masses of visitors and most necessary to manufacturers to make a special display.

The city is just now beginning the building of three large structures on Market Space, in a most desirable location for just such a hall, and it would not add greatly to the cost of any one of the three to have such provision made, and it would be a great inducement to commercial conventions of all kinds to meet in Baltimore. All these things are now recognized as of great advantage to any city.

Market Space is in the burnt district, and the city has appropriated hundreds of thousands of dollars to replace the Maryland Institute, the fish market and the wholesale market for the sale of fruits and vegetables, and we believe all the buildings will be more than one story high.

The Maryland Institute, we are informed, will need all the room in its building, however large, for its very extensive evening classes, for which it is to be reserved; the fish market will be comparatively small, but the wholesale vegetable market will be quite large, will have an excellent position, fronting on three thoroughfares, overlooking Long Dock, where come the vessels from the counties and the bay with vegetables of all kinds. A hall above this market would be excellent in all respects.

Our packers will recall that Market Space was the location of this wholesale market before the fire, so provided by the City Council on the urgent request of the Canned Goods Exchange, and it was one of the busiest places in the city in the very early hours of the day, whilst most people slept, but the city packers and their buyers were there to meet the thousands of growers and their loaded wagons filled with all seasonable kinds of truck.

Lexington Market in Baltimore deserves and has the reputation of being the finest and largest market in the world for the housekeeper, but we believe Market Space has, or will have the same position in a wholesale way, and will more and more become an attractive business center in this line. It is midway of the eastern and western sides of the city and about equi-distant from the northern limits, whilst it touches the water front. It is thus convenient to the county growers of garden truck from Eastern Neck, from Anne Arundel and from Baltimore county, as well as from the many tributaries of the Patapsco, as also the Eastern Shore. It is the best location in the city for such a hall as we mention.

Catsup manufacturers and makers of condiments in which tomatoes form a part are advancing prices, owing to the high prices of this article throughout the country. They realize that the supply is short and that prices are liable to go higher rather than lower for tomato pulp. Even the grocery journals—those constant friends of the buyers, as they rightfully should be—are now admitting the high prices on tomatoes are more than likely to go higher, and advising their patrons to buy without further delay.

For a month or more these grocery journals have endeavored to scare packers of tomatoes into a break by dangling before their eyes, like a bogey man, the statement that a "pool" was in existence, controlling hundreds of thousands of cases, and that when these were thrown upon the market prices would break, break, break! But when investigated this "pool," like the ghost, was found to be mere vapor, and no man could definitely put his finger on it. There are many speculating in tomatoes, but we have yet to see any pool in canned goods stand to put 35c. on the article pooled. Packers are too prone to human "weakness."

Secretary of Agriculture Wilson predicts lower prices for foods this coming winter. We don't know just how he figures it out, unless he refers to breakfast foods, which have had a considerable slump, for canned goods will certainly be higher than last year; dried fruits are likely to be in the same condition, and John D. Rockefeller has put up the price of oil again, possibly in order to make another munificent donation to some charitable institution, which will add to the cost of living. On top of this, the coal miners threaten to make coal as precious as diamonds by going on a strike, all of which will make it difficult for the housekeeper to realize that "foods" are cheaper, for to her all things which tend to the keeping of the house are classed in the same category with foods.

CALIFORNIA LETTER.

Market Shows Tendency to Advance—Pie Peaches Completely Sold Out—Fruit Packing Finished.

The canned good situation on this side of the continent is in excellent shape, and packers and holders of large lines with good assortments are getting good prices for their property. I have reason to believe that prices on almost all lines will continue to advance as the season grows older. The short pack of peaches which the Eastern packers have experienced has made its effect directly felt on this market in all lines, though, of course, peaches are in the greater demand. Somehow or other the demand for the cheaper grades is greater, and, I am informed, that carload business for water and pie peaches has been declined. So much attention is given to the packing of the better grades that, as a rule, the proportion of cheap goods is very small and local consumption takes very good care of the supply. Hence when demands come from the East we are unable to do very much, even though the prices offered may be very attractive. Most of our packers are completely out of water and pie goods. There is practically nothing more to be done in the fruit canneries and they are closing down for the season all over the State, with the exception of those plants where tomato packing is in progress. As reported in last week's letter, there is something the matter with the foreign demand for the California pack of fruits, and thus far no improvement in conditions has shown itself. Of course, the heavy buying of the Eastern and Middle Western States has made up for what we might have lost on account of this lack of foreign demand, had not the sections mentioned needed our goods more than usual, hence, we are reminded of the old saying about "An ill wind, etc."

During August, 1904, there were shipped from this port to all parts of the world in either steam or sailing vessels some 111,940 cases of canned fruit, whereas during August, 1905, there were shipped but 96,845 cases, showing a shortage of about 15,000 cases.

Tomato packing is on in full blast. Upon several occasions during the past two weeks canners and others interested in the tomato pack have viewed with much foreboding the gathering of heavy clouds which seem to presage an immediate downpour. However, their fears were unnecessary, since the indications very obligingly disappeared before the next morning. The barometer and the weather bureau both joined in the prediction that we would have rain immediately, but they were both proven in error. There is an unwillingness among packers and holders to have much to say

The Burt Wrapping Machine

DOES BETTER WORK THAN HAND AT HALF THE COST

THE average hand wrapped package is a poor advertisment both for the contents and the packer whose name appears thereon. There is no economy in putting out badly wrapped packages——it reflects on the quality of the goods.

The BURT WRAPPER wraps the packages the way they ought to look and reduces the cost of the work 50 per cent.——can you afford to defer installing it?

Full information on request

BURT MACHINE COMPANY

BALTIMORE

in regard to what they think about the situation or what prices they think their goods are worth. It looks as though there had been a little private agreement among the interested parties to say nothing and await developments. Of course, there has been no weakening in prices; on the contrary, our figures have advanced in greater proportion than those in the East. In speaking of standard tomatoes as being, say 85c. per dozen here, I refer to the 2½-lb. size which we use out here, instead of the ordinary 3-lb. size better known in the East. So, while our price might appear low at first glance, it is not so when the size of the can is taken into consideration.

A few statistics as to the size of the California fruit crop for this season may be interesting. Mr. Alden Anderson, manager of the California Fruit Distributors, is quoted as saying that the total shipments of fruits to the East this season up to September 16 aggregated 5,600 carloads and that the total for the season will undoubtedly reach 7,700 cars, having a total value of $4,000,000. The shipments this year exceed those of last by over 2,000 cars. The reports from the freight departments of the Santa Fe and Southern Pacific Railroads show that these roads hauled 29,000 carloads of oranges from Northern and Southern California during the season just closed and having a total value of $23,925,000. The companies are now figuring on a crop of 37,000 cars for the coming season. The Butte, Fresno and Tulare county oranges will be in the market several weeks ahead of the fruit grown in Southern California. Anyone who thinks that Southern California is the only part of this great State where we raise oranges is 'way off his reckoning. Fully equal in quality and much earlier in production are the Northern California oranges.

"CALIFORNIAN."

CORRESPONDENCE.

BALTIMORE, September 30, 1905.

Tomatoes.—The feature of the market this week has been the heavy demand for No. 2 tomatoes, seconds and standards. During the excitement on No. 3s, which carried the market up so high, No. 2s were practically neglected, and the price a week or ten days ago was disproportionately low. This week, however, the attention has been directed to No. 2s, with the result that the market closes this week practically at 75c. per dozen. No. 2 standard tomatoes, even at present prices, are comparatively low. The pack of them this year has been very light, and after orders are filled there will be probably the smallest stock of them on hand that we have ever known at this time of the year.

The reports from the country districts indicate that packers are all gradually closing up their factories for the season. Here and there some of them report they are getting a few tomatoes, and in the hope of being able to pack more will probably keep their houses open until the middle of October. This also applies to Baltimore. For all practical purposes, however, the season is over. A few tomatoes are coming into Baltimore, and the average price this week has been about 85c. per bushel. At this stage of the game it is safe to say that there will not be any change in the market on account of any tomatoes which might be packed from now out this year on the basis of what has already been packed. The market seems to be in stronger shape at this writing than at any time this summer. We are getting quite a good general inquiry for No. 3 tomatoes from all sections of the country. Buying this week has been particularly heavy of this size. As above stated, No. 2s seem to monopolize the attentions of buyers, but No. 3s will probably have their innings, despite the present high prices.

Corn.—There is a good deal of talk about the probable effect of the high prices for tomatoes on the demand for corn. We do not know that the high price of tomatoes will result in increasing the demand for corn, but we are inclined to think that the very low prices at which corn is being quoted will stimulate consumption heavily.

Small Fruits.—There is a steady upward tendency to be noted in the market on blackberries, strawberries and gooseberries. You will notice we have been compelled to advance the price of No. 2 standard blackberries to 75c. per dozen. Strawberries are getting into better shape; new packed No. 2 standards cannot be bought under 60c. per dozen: gooseberries we are still quoting at 72½c. per dozen.

Spinach.—We have a limited quantity of gallon standard spinach, for spot shipment, which we can offer you, if unsold, at $3.00 per dozen, regular, f. o. b. Baltimore, probably 100 or 200 dozen.

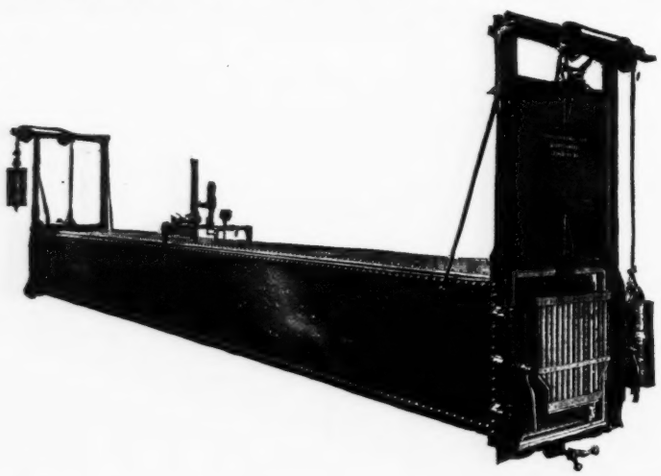
Tomato Soup.—We have had a very heavy demand for No. 1 pulp during the past month. At this writing we are compelled to withdraw all prices, as we do not know of a single case of it for sale in Baltimore. We doubt very much, however, whether they could be purchased under 40c. per dozen.

Peaches.—We are having quite a good demand for seconds and pie peaches.

Pineapples.—The demand for this line seems to be principally for the better grades of fancy sliced and grated. We are quoting these fine goods at $1.75 to $1.85 per dozen. Stocks are very light.

Lima Beans.—In spite of the extremely light pack, we can buy a good grade of standard green Limas at 90c. per dozen, regular, f. o. b. Baltimore.

Oyster Steam Box



With Improved Sliding Doors, doing away with the hinged tracks, giving increased service.

EDW. RENNEBURG & SON,

Machine and Boiler Works,

1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

We build four sizes of machine, tray cappers and continuous cappers.

M. E. HOWARD, Mfr., - - Indianapolis, Ind

Overtime Don't Pay.

Have your cook-room finish early—not work half the night.

The Continuous Line

Syruper, Exhaust Box, Capper, Cooker and Cooler,

will save you all overtime, space, worry, and its cost in a short time.

"IT'S THE FINEST EVER."

E. J. JUDGE,

Canning Machinery,

17-19 Fremont Street, San Francisco.

WHAT BENEFIT

can I derive from the sale of but ONE barrel of flux? I want your flux business and I do MY part to deserve it. There is nothing left undone to make

Standard Soldering Flux

the best flux which it is possible to produce and I have the finest equipped factory in the world for the manufacture of this product. In the long run, you will find my flux the cheapest.

Next Week I'll tell you another reason why you should use my flux.

MANUFACTURED BY

MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

Apples.—We are still booking quite a few orders for gallon apples at $2.00 per dozen, regular, f. o. b. Baltimore, for a strictly first-class article. We can buy a good fair standard at $1.90 per dozen.

Yours truly,
THOMAS G. CRANWELL & CO.

ABERDEEN, MD., Sept. 30, 1905.

Tomatoes.—The "weakness in tomatoes" emanating from the "other end" is one of the best indications of the strong position now occupied by this much-misrepresented commodity. The weak tomato "bogey man" certainly cannot scare the packer badly this season. A weaker market on empty cans would cause considerable more anxiety and the goblins would catch about 85% of the packers who have from 50% to 60% of their cans unfilled and their factories closed for the season of 1905 on account of no tomatoes on the vines, instead of frost joining in the grand finale. For instance, a year ago the pack was considered short, January statistics did not look so short, but August 1, 1905, conditions showed that either the people of this country have been living on tomatoes or something was wrong with statistics.

With this before us, as far as last year was concerned, we take the output of four factories in comparison with corresponding last week in September last year. Total pack for week 1904, 2 factories, 6,354 cases; total pack same week 1905 same 2 factories, both closed for the season. Another 2 factories last week September, 1904 pack, 3,131 cases; September, 1905, 344 cases. These are not a selection of the worst 4 factories selected for the purpose of misrepresentation, but are reports from the best and largest 4 factories we control, located at Nassau, Greenwood, Townsend, Del., and Henderson, Md. Furthermore, more than one-half of the cans shipped to these factories remain unfilled, and reports that came to us from these factories prior to September 1, 1905, were to the effect that more cans would be needed, as the crop looked more promising to that date than any other Peninsula points.

Heavy rains and storms about September 1 did the damage and, though there should be no frost until December 1, conditions would be unchanged.

Such is the condition with our packers and with our contemporaries' packers, as far as we are posted, without exception, in Harford county and on the Peninsula of Maryland and Delaware, the great tomato-packing section of the East.

Corn.—More interest, inquiries and orders for corn on account of choice lots being offered below cost of packing.

We offer in whole grain, Harford county style, from 50c. up; shoepeg, Harford county style, 50c. up; Maine style, Southern packed, 55c. up.

Fancy cream, Southern packed, 60c. up, under attractive labels or under buyers' label, 10,000 to 20,000 cases, with allowance, carefully packed and in accordance with Pure-Food Laws.

STRASBAUGH SILVER & CO.

Sardines.

As noted editorially last week, the Maine sardine packers "got together" at the eleventh hour and, with a realization of the imminent danger threatening through the suicidal cutting of price schedules, made the first real step to better conditions by agreeing to close down all the factories on November 1. Through an erratum the name of the Seacoast Canning Company was not scheduled as a consenting party, whereas the president of that concern was in reality the prime factor in bringing about the understanding arrived at. Quarter oils are fixed at a minimum of $2 per case f. o. b. Eastport, and it is even asserted that a better arrangement will still be arrived at if the packers continue in the same mood. Weir owners on the coast are also disposed to revert to the broken minimum schedule for hogsheads, as bait requirements on the spot offer better inducement than present sardine values on non-contracted weirs. The cold spell has also case a damper on seining operations. It is confidently stated by a prominent metropolitan jobber in domestic sardines that there is not a grocer in the country but what has his little stock of sardines snugged away under the counter, and the enormous buying at bargain prices will tell against the operations of any packer who goes back on the agreement to close down at the date specified. —*The Fishing Gazette.*

Erratum.

In speaking of the use in New York State of the Sanitary Can as made by the Sanitary Can Co., of Fairport, N. Y., we stated there were 15 factories in New York State alone using this style of can. This should have read 35 factories, as such is the case, the mistake being due to a typographical error. Packers will recognize a considerable difference in 15 factories and 35 factories using this style of can, for, while the first number is not to be despised, the later is remarkable and speaks volumes for the cans and their makers.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—*INCLUDES*—

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.

Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.
New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

GEO. W. ZASTROW,
MECHANICAL ENGINEER,
1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 4,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

"The Can Without the Cap Hole"

The Only Can

For Fall and Winter Pack.

Apples, Peaches, Pears, Sweet-Potatoes,
Kraut, Spinach, Beets, Hominy,
Baked Beans, and Soups.

SANITARY CANS
SEALED WITHOUT
SOLDER OR ACID

SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. **N. Y. Office, 105 HUDSON ST.**

OUR CANS ARE MANUFACTURED UNDER MAX AMS PATENTS.

WRITE FOR BOOKLET AND SAMPLE CAN.

Southern Oyster Outlook.

From present indications, the production of oysters in Louisiana this year will be almost double that of last season. In view of the quarantines which exist, it was expected that there would be a falling off. Emmett Hingle, attorney for the Louisiana Oyster Commission, returned from a trip through all the oyster-bearing waters of Plaquemines Parish and brought with him a most encouraging report of the progress which the oyster industry was making in that State.

In discussing the matter, Mr. Hingle said that the production of oysters in the neighborhood of the old Salt Works, in that parish, would be about 400,000 barrels; around Quarantine Station about 150,000 barrels; at Harris' Canal about 15,000 barrels; at the Passes about 50,000 barrels, and in the neighborhood of Cyprian Bay about 360,00 barrels.

Mr. Hingle said that, from all he could learn, the production all over the State would be just about double what it had been in previous years, and that the number of oysters which were shipped out to other parts of the country would break all records from this State. Mr. Hingle said that, in his opinion, at least 750,000 barrels of oysters would be sent out from Plaquemines Parish during the present season, and that the increase from other parishes would be correspondingly large.

The Louisiana State Oyster Commission held a short meeting for the transaction of routine business. Although the quarantines in force have prevented the growth of the oyster bnsiness as had been expected this season, the reports which were received at the meeting showed the affairs of the industry to be in a prosperous condition, in view of the difficulty in marketing the oysters during the presence of the yellow fever here.

President J. M. Breaux delivered a lengthy report, in which he said that, in view of the drawbacks, the oyster business was progressing in a most satisfactory manner. He said that the schooner Majestic was now busily engaged in inspecting the waters of Lake Borgne and surrounding territory.

The new supply house of the commission at Three-Mile Bayou is now under way, and will be completed within a few weeks. The launch Louisiana is now working in the waters of Terrebone Parish.

President Breaux, in his report, expressed the opinion that this season would be one of the best in the history of the commission. He said that in their trips through the oyster section the deputy surveyors had received applications for over 7,000 acres of oyster bedding grounds.—*The Picayune.*

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

AT THE THEATRES

Week of October 9, 1905.

FORD'S.

GEO. PRIMROSE'S BIG MINSTRELS.

Matinees Wednesday and Saturday.

AUDITORIUM.

BLACK CROOK.

Matinees Monday, Tuesday, Wednesday, and Saturday.

MARYLAND.

KEITH'S VAUDEVILLE ATTRACTIONS.

Matinee Daily.

ALBAUGH'S THEATRE.

BABES IN THE WOOD.

HOLLIDAY ST.

CUSTER'S LAST FIGHT.

Matinees Monday, Wednesday and Saturday.

BLANEY'S.

THE CURSE OF DRINK.

Matinees Monday, Wednesday, Friday and Saturday.

MONUMENTAL.

EMPIRE BURLESQUERS.

Matinee Daily.

THE WOERNER CAPPING MACHINE.

It is a power capper requiring less than one horse power to operate. Two half-grown boys, with no previous experience can cap from 12,000 to 20,000 3-pound cans per day.

Without any adjustment it will cap one and two-pound cans equally as well as three-pound cans, without risk or worry. It is always ready for work for a large or small quantity as desired.

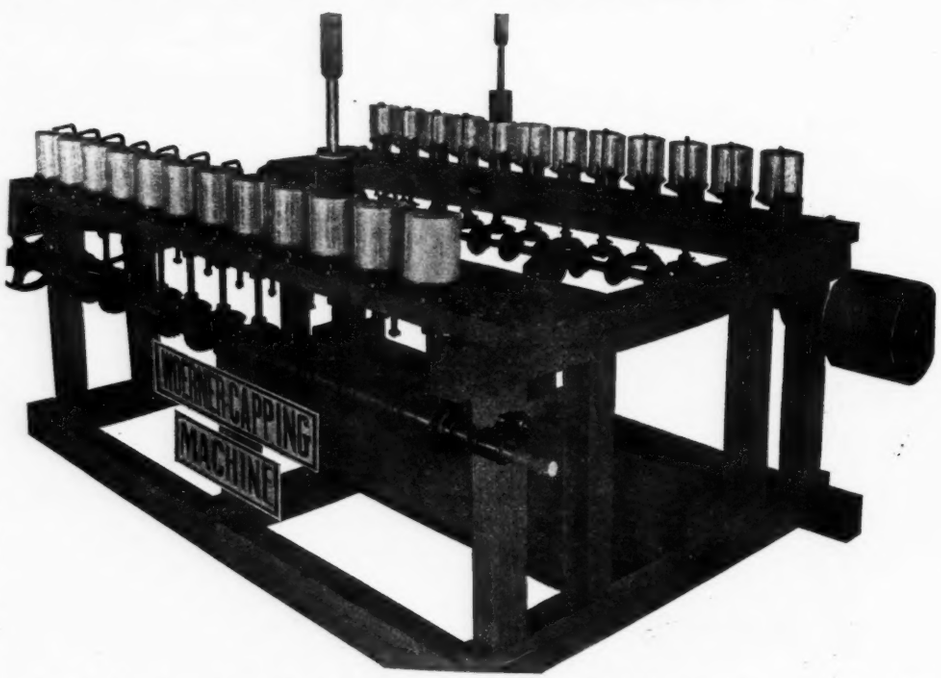
It prevents strikes on capping in your factory, as any boy or man, with no knowledge of capping, can do the work as well as a professional.

When you receive the machine from the railroad company it is all ready to belt up and go to work. No guess coming from anyone.

It will do better work than any of the high priced machines. No machinist is required to keep it in running order, nor any high priced gas apparatus to run it, simply Clark's Oil System or gasolene pressure, nothing more.

It is not a new machine but a well tried capper. I have had it in use for twenty-seven years, making the necessary improvements from time to time. I am therefore able to give you the benefit of my own practical experience for this length of time.

It requires no one to look after it, as it can not get out of order and will last a lifetime.



It will cap your cans, any size opening, at an expense of less than three cents per 100 cans. This expense is less than any other capper will show.

It requires four and a half by seven feet of floor space. It has a tight and loose pulley, and should run at a speed of about sixty, and not over seventy, revolutions.

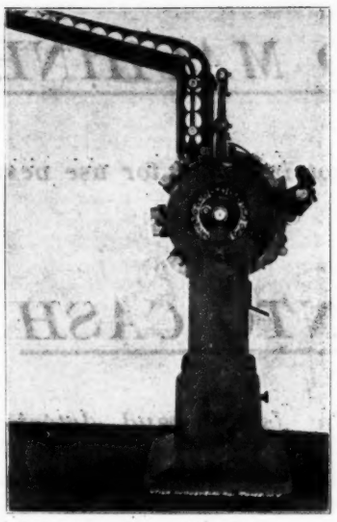
It is the cheapest and best capper now on the market, costing $300, F. O. B. cars, Liverpool, N. Y. We have two of the cappers in use ourselves, and now we have one on hand to ship. We will always keep from one to three on hand to avoid disappointment in shipping.

DAVID C. WOERNER, Liverpool, N. Y.

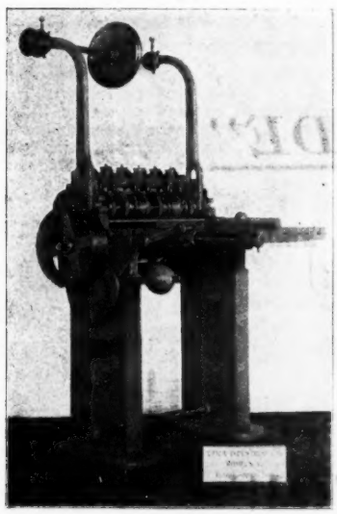
S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

This illustrates the Most Perfect Machine for

Heading Round Cans



It is continuous in operation and almost noiseless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin, very difficult to handle in other machines. If bodies are of uniform size, no crimping is required.



Diligent study of the Slitter problem has made it possible for the inventor of this machine to perfect it in every particular and it stands far in advance of all Slitters heretofore offered. It is operated by a single belt, the Automatic feed, receiving and discharge rolls and cutter shafts being perfectly timed by cut steel gears. No slitter operated by two belts can produe like results.

This Crimper is of new and unequaled design. It is quickly adjustable to different diameters and without change of parts. The crimping rings are only adjustable laterally and cannot be put out of axial adjustment. Its capacity is without limit in speed.

We Manufacture

Seamers, Floaters, Testers, making a complete line of High-speed Fruit Can machines of unequaled design and construction.

Catalog Mailed on Application

Utica Industrial Co.

UTICA, N. Y.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

A Canner's Trust

has to be placed in the machinery and appliances he uses, therefore a fhrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

We can Supply the Stock of

Crane Fixtures, Crates, Fixtures, Fire Pots, Burners, Valves, Furnace Doors, Grate Bars, Gasoline and Air Tanks, Jacket Kettles, Scalding Baskets, Steam Gauges, Trucks, Fruit knives and Parers, Capping and Tipping Coppers, Hand Cappers, Steels, etc., all at lowest prices. And

Tomato Scalders. Process Kettles. Order at Once

A. K. ROBINS & CO.

(S. M. SINDALL.)

AGENTS FOR

King, Queen,
Moore & Bristols,
and Stevenson,s
TOMATO FILLERS.

726 E. PRATT ST., BALTIMORE, MD.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

SECOND HAND MACHINERY

should be gotten out now—that which is not intended for use next season or which will be replaced with other, and

TURNED INTO CASH

instead of being allowed to stand in the factory and deteriorate through rust and neglect. Instead of a total loss it can be made a good asset, if advertised NOW. There are many packers who may need just the machine or supply you intend discarding, and the way to reach them is

BY AN AD. IN "THE TRADE"

For Sale Ads., or Want Ads. in the "The Trade" cost but little, and return much

BUT DO THIS NOW

Do You Want to Know

All about the latest and best Pea Blancher Built?
Then fill out the Coupon on this
page and mail to us today.

The Monitor Whirlpool Pea Blancher will doubtless revolutionize the method of Pea Blanching in this country, for when its merits are fully known there will not be a canning factory in the country which will not have the "Whirlpool" as a part of their equipment.

This machine is not a novelty, an experiment or an untried device.

It has been in use the past season in many large factories and has demonstrated itself without a peer for its purpose.

It blanches peas quickly and perfectly, and is almost unlimited in capacity.

Its the machine which will give you greater satisfaction than any process you now use.

We want every cannfng factory in the country to know about this machine, and information will be cheerfully sent concering it as well as references to the firms who have used it in the past year.

Fill out the coupon herewith and mail to us today.

HUNTLEY MFG. CO.
Silver Creek, N. Y.

Gentlemen:–

Please send me your special folder on the Monitor Whirlpool Pea Blancher and Washer.

Signed,_____

Address,_____

Huntley Mfg. Co.

Silver Creek, N. Y.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50
" 3s		60 62½
" Gallons		1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s		40 45
Tall 2s		40 45
" 3s		55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s		65 70
" " Gallons		1 95 2 00
White Wax 2s		42½ 45
" " 3s		65 70
" " Gallons		1 75 1 80
Refugee 2s		65 70
" Extras, 2s		1 25 1 40
Green Lima 2s		90
" " small 2s		1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½
" Extra Fancy Preserved Strawberries		1 20 1 25
No. 1 Ex. Pres. Strawberries		75
" 2 Standard Raspberries		70
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		70
" 3 " "		
" 2 Extra Blackberries		1 20
" " Fancy "		
" Standard Gooseberries		72½
" " Blueberries		65

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75
" " Pres		1 00 1 10
Blueberries, 2s		75
Strawberries, 2s		75 80
" Preserved 1s		80 85
" " 2s		1 10 1 30
" Gallons		
Gooseberries, 2s		80 85
Raspberries, Red 2s		70 75
" " " Preserved		1 00 1 25
" Black 2s		65 70
" " " Preserved		1 15 1 20

CHERRIES.

Red 2s	$	60 65
White 2s		1 10 1 20
Extra White		1 25 1 30

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	50 60
" New York or Maine Style		55 70
" Seconds, Soaked		
" Standard, Evergreen		45 50

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	52½ 60
" New York or Maine Style		65 75
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	50
" " " Dry Packed		57½
" Ex. Sugar Corn, fine qual., dry pk'd.		70

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50 55
" New York or Maine Style Dry Pack		55 60
" Seconds " " "		52

E. C. SHRINER & Co., Brokers, Baltimore.

No. 2 Standard	$	47½ 50
" Choice		50 52½
" Dry Pack		55 60
" Shoe Peg		57½ 60
" Choice Standard County		47½ 50
" Standard County		45
" " Extra County		50 52½
" Fancy County		55 57½

CORN AND TOMATOES.

No. 2	$	65
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	57½ 60
No. 3		70 75

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
2s, 4 Ounce	$	70
1s, 5 "		75
1s, 8 "		1 30
2s, 10 "		1 45
1s, Light Weight		47½
2s, Light Weight		
1s, Lunch Tins		95
1s, 6 Ounce Selects		1 15
2s, 12 " "		2 50

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 60
" 2 "		
5 oz. No. 1 Standards		75
10 " "		1 50
5 oz. Standards, tall cans		75
10 " " "		1 50
4 oz. No. 1 Cove		70
8 " 2 "		1 35
No. 1 Light Weights		42½
" 2 " "		85

PEARS.

Bartlett 2s	$	65
" 3s		75
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 50 1 60
" Seconds, "		1 25 1 35
" Pie Unpeeled		80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 60
3-lb. " Selected " "		1 80
No. 3 Standard, Yellow, Balto. packed		1 50
" Seconds, Yellow		1 20
" " White		1 15
2-lb. " Peaches		90
No. 2 Standard, Yellow		1 05 1 10
" " White		1 05 1 10
Gallons, Pie		2 65 2 75
3-lb. Pie		80

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	82½
" " Peeled		1 15
Gallon Pies, Unpeeled		2 75
" " Peeled		
No. 2 Seconds, White		85
" " Yellow		90
No. 3 Seconds, White		1 20
" " Yellow		1 25
No. 2 Standards, White		1 00
" " Yellow		1 05
No. 3 Standards, White		1 50
" " Yellow		1 50
" Ex. Selected, Yellow		1 75

E. C. SHRINER & CO., Brokers, Baltimore.

No. 2 Standard White	$	1 05
" Extra Standard, Yellow		1 10
" Seconds, White		80 85
" " Yellow		85 90
No. 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" " Extra Yellow		1 65 1 75
" Off Standard, Yellow		1 30 1 40
" Seconds, White		1 07½ 1 15
" " Yellow		1 15 1 25
" In Syrup		1 35 1 40
" Pie, Unpeeled		80 85
No. 6 " "		
Gallons, Pie, Unpeeled		2 75 2 90
" " Peeled		

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 75
" " " Sifted		85 90
" " " 2ds, labeled Standard		55 60
" Soaks		40 45
" Seconds		55 60
" Marrowfat, Full Standard		65 70
" Extra Sifted		1 10 1 35
" Petit Poi		1 45 1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	55
" Standard " White		65
" Second Early June		55
" Standard "		65
" Extra "		75
" Sifted "		90 1 00
Ex. Sifted "		1 25 1 40
Ex. Fan. Sf'd " Petit Pois		1 60 1 75

PEAS—Continued.

	Cash.		Regular.	
E. C. SHRINER & CO., Brokers, Baltimore.				
2 Early June Standard			67½	70
2 " Sifted			80	85
2 " Extra Sifted			1 00	1 10
2 " Extra Fine Sifted			1 15	1 30
2 " Petit Pois			1 50	1 75
2 " Off Standard			65	.....
2 " Off Sifted			75	.....
2 " Off Extra Sifted			85	.....
2 " Off Sifted Petit Pois			1 10	.....
2 " Seconds			57½	60
2 " " Sifted			65	.....
2 " " Extra Sifted			70	.....
2 Marrowfat			67½	70
2 " Sifted			85	95
2 " Extra Sifted			1 10	1 50
2 " Seconds			55	60
2 Sweet Extra			90	1 00
2 Sweet Petit Pois			.....	1 50

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.				
Standard 1s, Eyeless and Coreless			75	80
" 2s, " "			1 00	1 10
Extra 1s, Cocktail			85	90
" 2s, "			.....	.....
" 1s, Grated			85	90
" 2s, "			1 80	1 90
Extra 1s, Eyeless and Coreless			.....	.....
" 2s, "			1 50	1 60
" 1s, Grated			.....	.....
" 2s, "			1 55	1 65
Preserved 2s, Eyeless and Coreless			1 80	1 90
" " Grated			1 80	1 90
Seconds 2s, Sliced			70	90
Pie Grated 3s			.....	70
Pie Grated, Gallons			2 10	.....
T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$		70	.....
" " Eyeless and Coreless			85	.....
" Standards, Not Eyeless			90	.....
" " Eyeless and Coreless			1 00	.....
" Ex. " "			1 30	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's			90	.....
" " Grated			90	.....
" " Cocktail			90	.....
No. 2 Extra Fancy Grated			1 75	.....
No. 3 Pie Grated, in Water			65	.....
" " in Syrup			70	.....
Gallon " in Water			1 80	.....
" " in Syrup			1 90	.....

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards		92½	95	.....
" Seconds		82½	85	.....
No. 2 Full Standards	70		75	.....
" Seconds	62½		67½	.....
Gallons, Standard			2 85	2 90
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard				
" Seconds				
No. 2 Full Standard				
" Seconds				
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard			95	97½
" Seconds, Labeled Standards				90
No. 2 Full Standards				75
" Seconds, Labeled Standards				70
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	75			
" 3 " "	95	1 00		
" 3 Ex. Select Tomatoes, Tall Cans	1 20			
" 3 Second Tomatoes	85			
" 2 "	67½			
Gallon Standard Tomatoes	3 00			
E. C. SHRINER & CO., Brokers, Baltimore.				
No. 3 Standard	95	1 00		
" " Country	92½	95		
" " Extras	1 10			
No. 2 Standard	75			
" " Country	72½	75		
Gallon, Standard	2 90	3 00		

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 50 @	2 75
" Maryland gallons	2 00	2 60
" 3-lb. Standards	75	80
APRICOTS—California Standards 2½s	1 55	1 60
ASPARAGUS—Oyster Bay	3 75	3 80
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 05	1 20
" No. 2 String, Southern	65	67½
" Baked, No. 3	65	70
" N Y. String, 2s	1 25	.....
CORN—No. 2 New York State	60	65
" " Maine	97½	1 10
" " Southern	57½	60
" " Western, 2s	55	.....
LOBSTER—Flats, ½-lb.	1 85	2 05
" flats, 1-lb.	3 50	3 60
OYSTERS—5 Ounce Standards	90	95
" 2-lb. 10 Ounce	1 65	1 70
PEACHES—2½-lb. Standard, California Yellow	1 70	1 80
" 3-lb. Extra, California Yellow	2 50	2 60
" Southern Standard 3s	1 45	1 60
PEARS—California 2½-lb.	1 50	1 60
PEAS—No. 2 Early June Extra Sifted	1 25	1 40
" " " " Sifted	1 20	1 25
" " " " Standard	62½	65
" " " " Seconds	55	60
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 65	1 90
" " Grated	1 50	1 65
" Standards	1 05	1 20
" Gallon Pie, Grated	2 40	2 50
PUMPKIN—No. 3	75	.....
" Gallon	1 75	2 00
SALMON—Columbia River talls, 1-lb.	1 60	1 70
" " " flats, 1-lb.	1 70	1 80
" " " " ½-lb.	1 02½	1 10
" Alaska Red, talls, 1-lb.	1 00	1 05
" Medium Red, talls, 1-lb.	.....	.....
" Chums, talls, 1-lb.	.....	.....
" Sockeye, flats, 1-lb.	1 65	1 70
" " talls, 1-lb.	1 50	1 55
" " flats, ½-lb.	1 13½	1 15
" Alaska Pink, talls, 1-lb.	85	87½
" Cohoes, talls, 1-lb.	97½	1 00
" Cohoes, flats, 1-lb.	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
" Standard 2s	55	57½
SUCCOTASH—Maine pack, 2s	.....	.....
" other pack, 2s	67½	80
TOMATOES—No. 2 Standard Maryland	72½	75
" No. 3 " "	1 00	1 02½
" No. 3 " New Jersey	1 05	1 10
" Gallons, Maryland	2 90	3 00
" Gallons, Jersey	2 90	3 10

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar			
Wire Coil	$ 19	18	17
Wire Segments	19	18	17

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$32 55	33 ¼	.....	.....
Malacca	32 55	33 70	.....	.....

PIG LEAD.

Omaha	$ 5 10	5 25	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4¾ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. 400-401 MARINE BANK BLDG., BALTIMORE, MD.

ESTABLISHED 1870.

MAIER'S EXCELSIOR SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

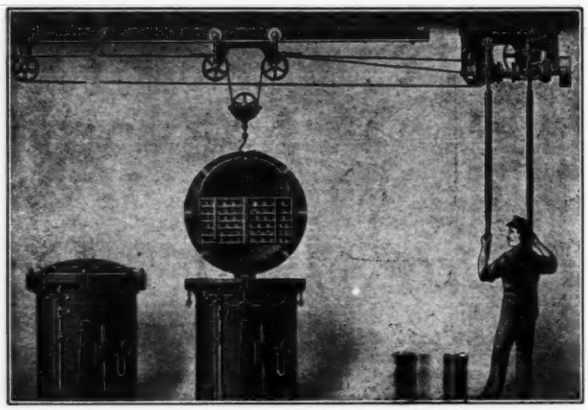
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY
BETHLEHEM FOUNDRY AND MACHINE COMPANY,
SOUTH BETHLEHEM, PA.
We are Specialists in Hoisting Machinery.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.
CAPACITY: 100,000 PER DAY

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

United States Cipher Code.

121 N. Caroline Street,
Baltimore, Md.

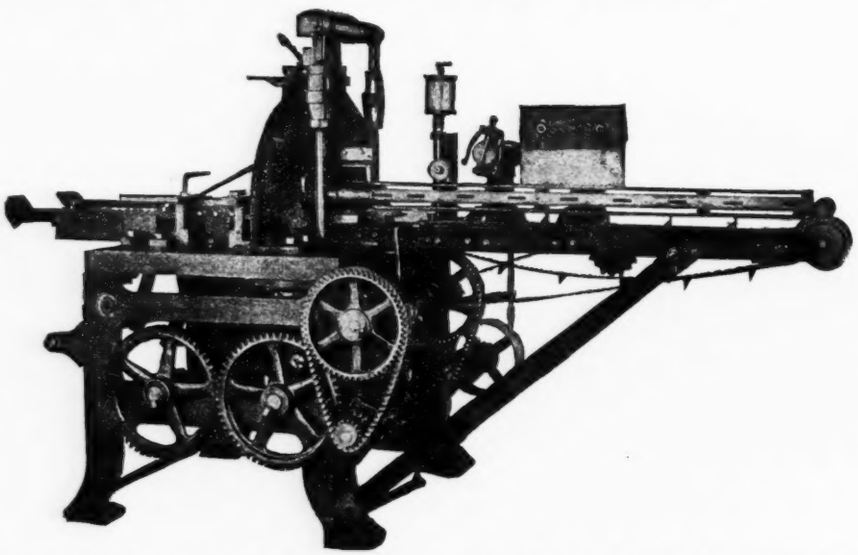
STEVENSON'S

LATEST IMPROVED SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.

This cut is a representation of our latest improved lock seam body forming machine with side seam soldering device combined.

The capacity of the machine is 50,000 bodies per day.



An important feature of this machine is its quick adjustment to the size can to be made.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.
Machinery of all kinds Built to Order and Repaired.

STEVENSON & CO., 601-7 S. Caroline St., BALTIMORE, MD.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—Do you realize that there are more technical and business positions open for competent men than available men to fill them. We have today over 3,000 positions on our books for technical, sales, executive, clerical and advertising men at salaries ranging from $600 to $10,000. Is the position you are looking for among them? Our free booklet tells you how to find out; offices in 12 cities. Hapgoods, Suite 511, 309 Broadway, New York city.

SITUATIONS WANTED.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Couti St., Mobile, Ala.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

WANTED—Position as processor. My specialty is fruit preserving, Jelly making, compounding whole fruits syrups, and jams. Over 25 years experience. Address P. J. E. 310 S. Carlton Ave. Baltimore.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

EDWARD GUDEMAN, Ph. D.

Consulting Chemist ***Chemical Engineer***

LEGAL AND TECHNICAL EXPERT

Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

CANNED GOODS ARE TOO CHEAP!

WAREHOUSING Frost Proof. No Cartage.

MONEY PLENTY Storage rate, insurance and interest charges for loans are the lowest in the country.

Canned Goods Exported and Imported, bought and sold on commission. ***Correspondence solicited.***

FRANKLYN SPIESE, Broker,

1214 Arch Street, Philadelphia, Pa.

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes

—OF—

Kraut Cutters

at Reduced Prices.

Write for Catalogue.

JOHN E. SMITH'S SONS CO.

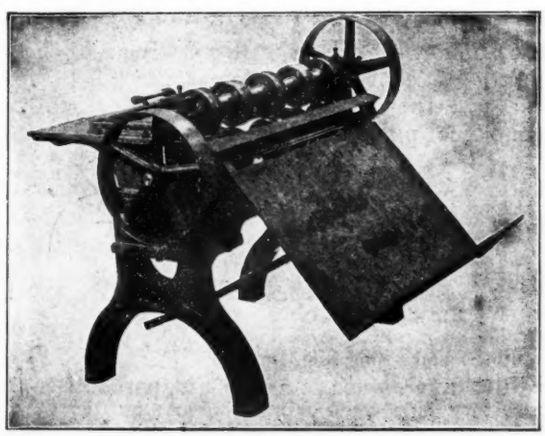
BUFFALO, N. Y. U. S. A.

A good Recipe for making Sauer Kraut mailed on application.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

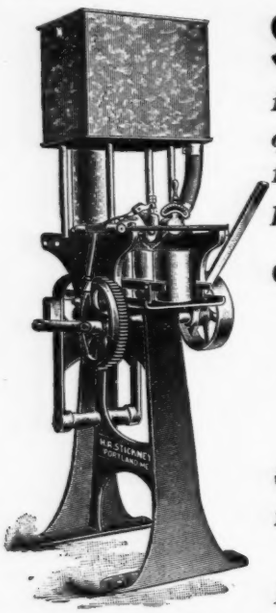


Made in Two Styles—Hand or Treadle Feed.

The John R. Mitchell Co.

Canning and Canmaking Machinery,

Foot of Washington St., Baltimore, Md., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

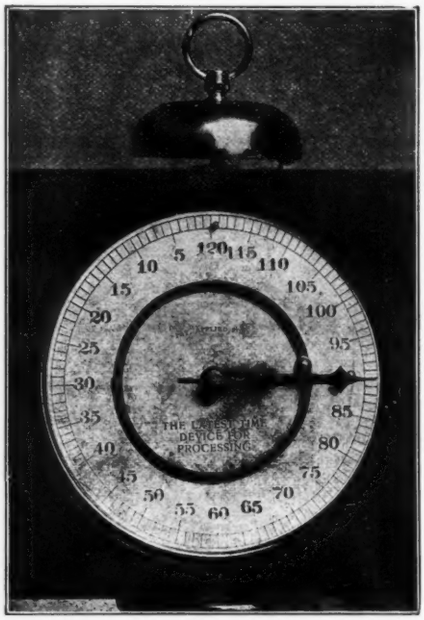
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,
Cor. LaSalle & Lake Streets, - - Chicago, Ill.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for CANNING PURPOSES carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.

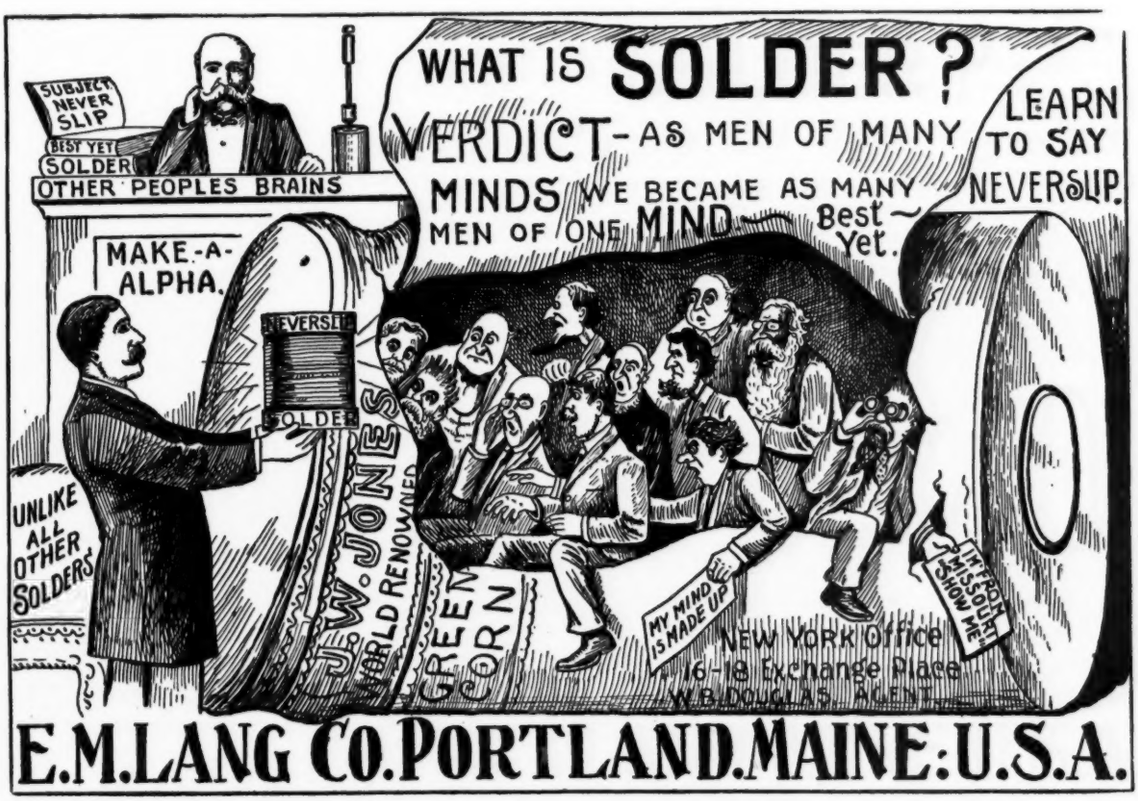
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**



"Slaysman" Inclinable Top and Bottom Press

No. 3 A.

This illustration represents the general style and appearance of the No. 3 A Power Press in an inclinable position. It is the best Top and Bottom Power Press on the market. All bearings are reamed and scraped.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue,*** Office and Salesrooms: ***200 West Falls Avenue,***

BALTIMORE, MD.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

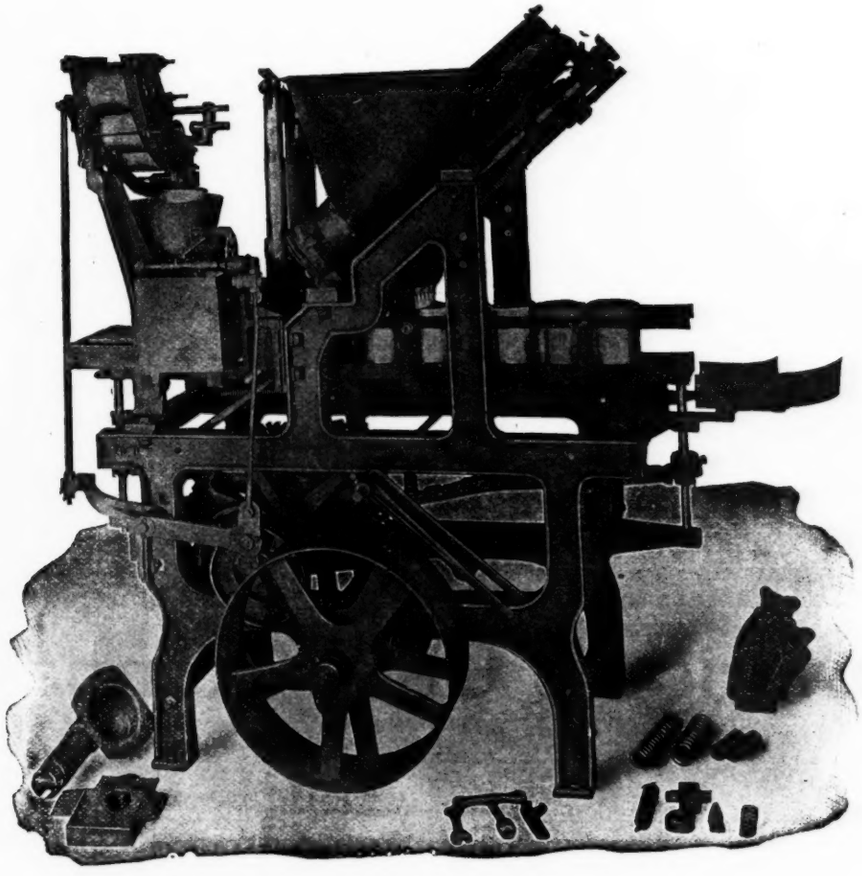
OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

KING TOMATO FILLER

WITH ATTACHMENTS.

Uniform Fill. No Waste. Whole Tomatoes.



Everything Goes into the Can.

Can be Regulated to Fill any Desired Quantity.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building